

Subject: Re: Complete Coach Works

From: Lorena Parker <lparker@sanpedrobid.com>

Date: 12/21/2015 03:09 PM

To: Ryne Shetterly <rshetterly@completecoach.com>

CC: "catkins@portla.org" <catkins@portla.org>, Richard Sullivan <richard@transitsales.com>, "Kevin O'Brien" <kevin@completecoach.com>

Ryne,

We will not be able to make it tomorrow. We will reschedule at a later date.

Thank you.

Lorena Parker

Executive Director

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On Mon, Dec 14, 2015 at 12:52 PM, Ryne Shetterly
<rshetterly@completecoach.com> wrote:

Lorena and Carter,

Thank you both for taking my call earlier. Carter, after you and I spoke, Lorena and myself set up a time for us to come inspect the trolleys so we can give you guys the most accurate figure. We will be meeting at 10am on Friday. Thank you guys for the opportunity. In the meantime, please check out our website at zepsdrive.com

I also wanted to outline just a couple bullet points on why the CCW ZEPS option might increase the likelihood of receiving ARB funding and save you guys in the long run:

- The cost our bus is significantly less money, and all of our charging infrastructure is included in the price that we'll provide to you by Friday.
- By reusing the existing units that you already own, you are having a huge positive impact on the environment by saving 10 tons of raw material as opposed to the purchase of a new bus(ARB Likes this A LOT)

- You already possess all of the parts for the units
- Your maintenance crew will not have to undergo extensive training because they are already used to working on these units

Again, thank you for your time, and we look forward to meeting with you guys Friday. I've attached a few pictures our most recent electric projects for your viewing.

Kind Regards,

Ryne A. Shetterly

ZEPS Sales Manager



By



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